



A Small Business First Acquisition Strategy!

17 August 2011

The Office of Small Business Programs

MISSION

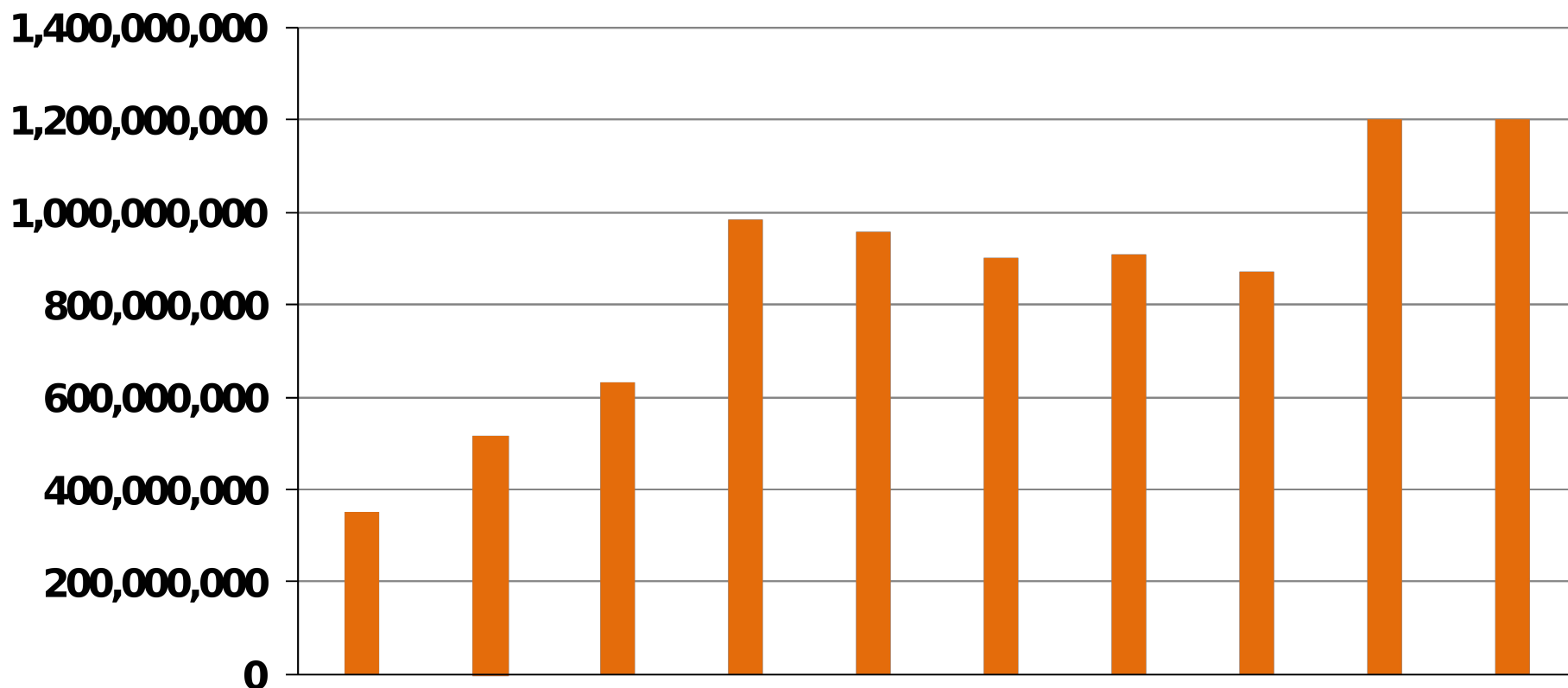
The Office of Small Business Programs is our **Agency's Premier Organization** for the advocacy of and assistance to small business, small disadvantaged business, women-owned small business, service-disabled veteran owned small business and historically underutilized business zones.

The Office of Small Business Programs is the **Primary Gateway** for small businesses to positively promote and contribute quality net-centric capabilities through various products and services in support our global mission endeavors.

VISION

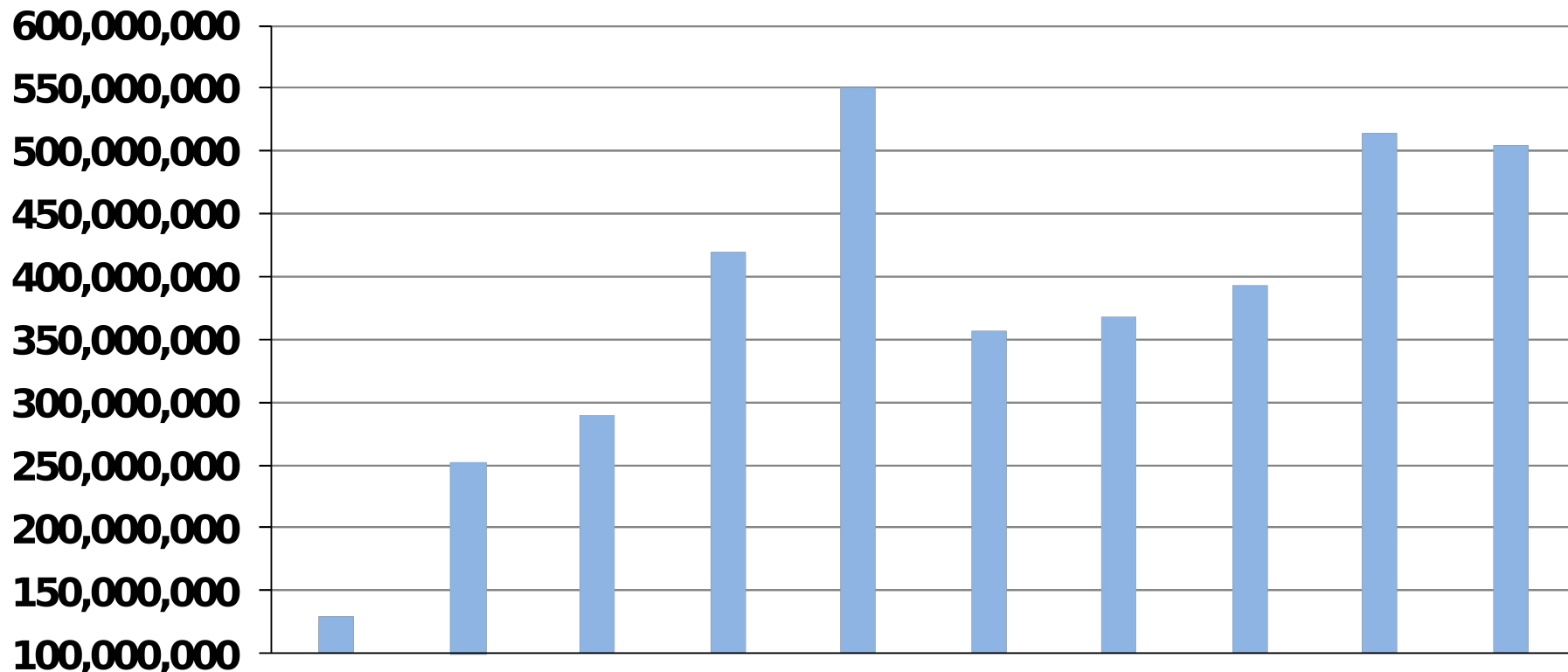
The Office of Small Business Programs is **a Principle Stakeholder** and the Center of Expertise for current and relevant small business information and strong advocacy for the perpetuation of small business in DISA's business processes.

Small Business Prime Contract Award Dollars FY01-FY10



**BREAKING BARRIERS: TWO STRAIGHT FISCAL YEARS OF
OVER A
BILLION DOLLARS IN CONTRACT
AWARDS!**

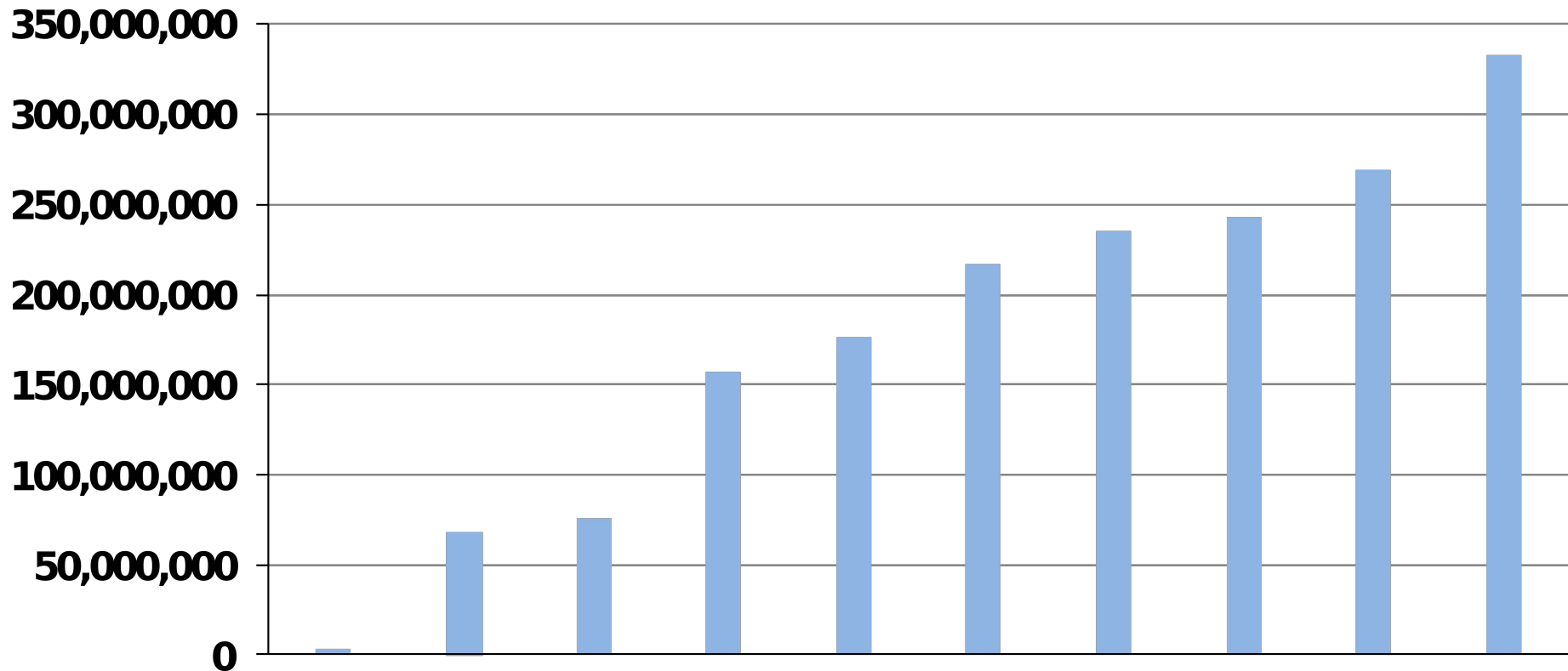
Small Disadvantaged Business Prime Contract Award Dollars FY01-FY10



**BREAKING BARRIERS: TWO STRAIGHT FISCAL YEARS OF OVER
500**

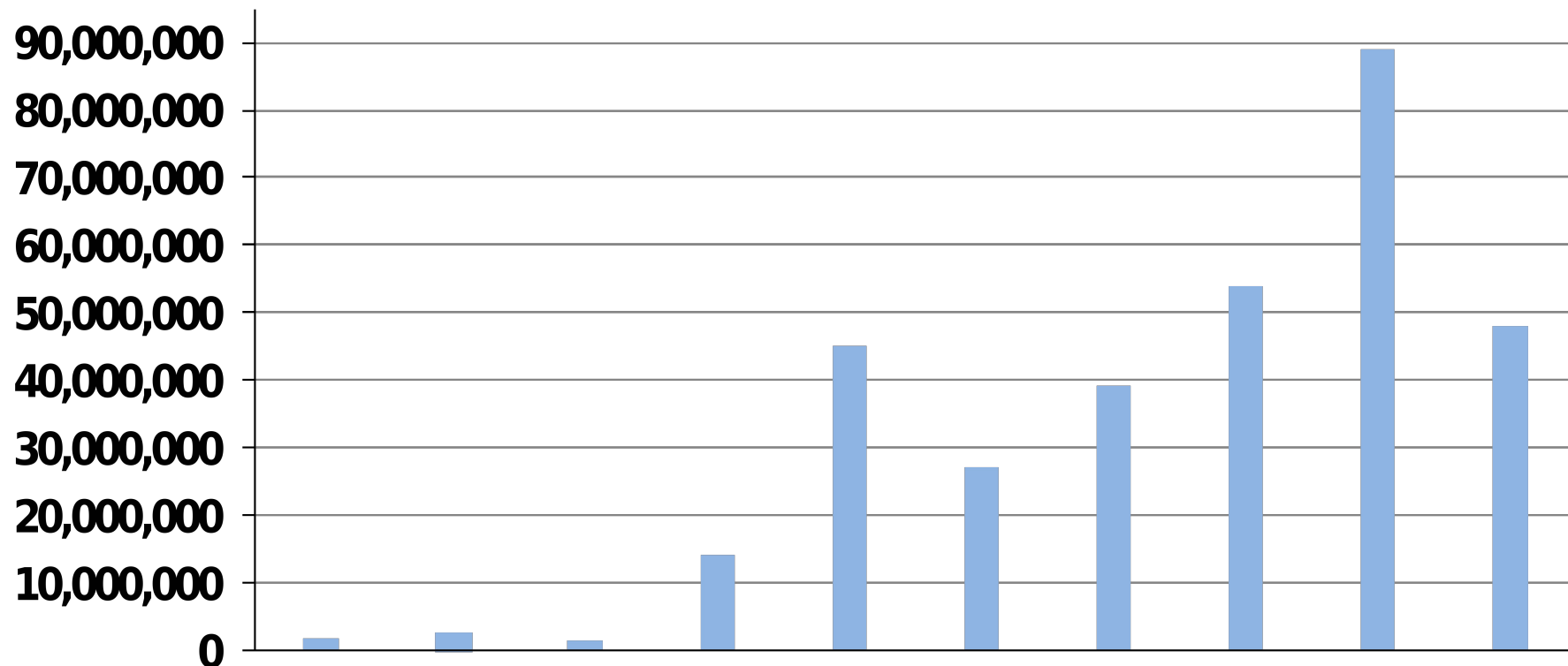
MILLION DOLLARS IN CONTRACT AWARDS!

Women Owned Small Business Prime Contract Award Dollars FY01-FY10



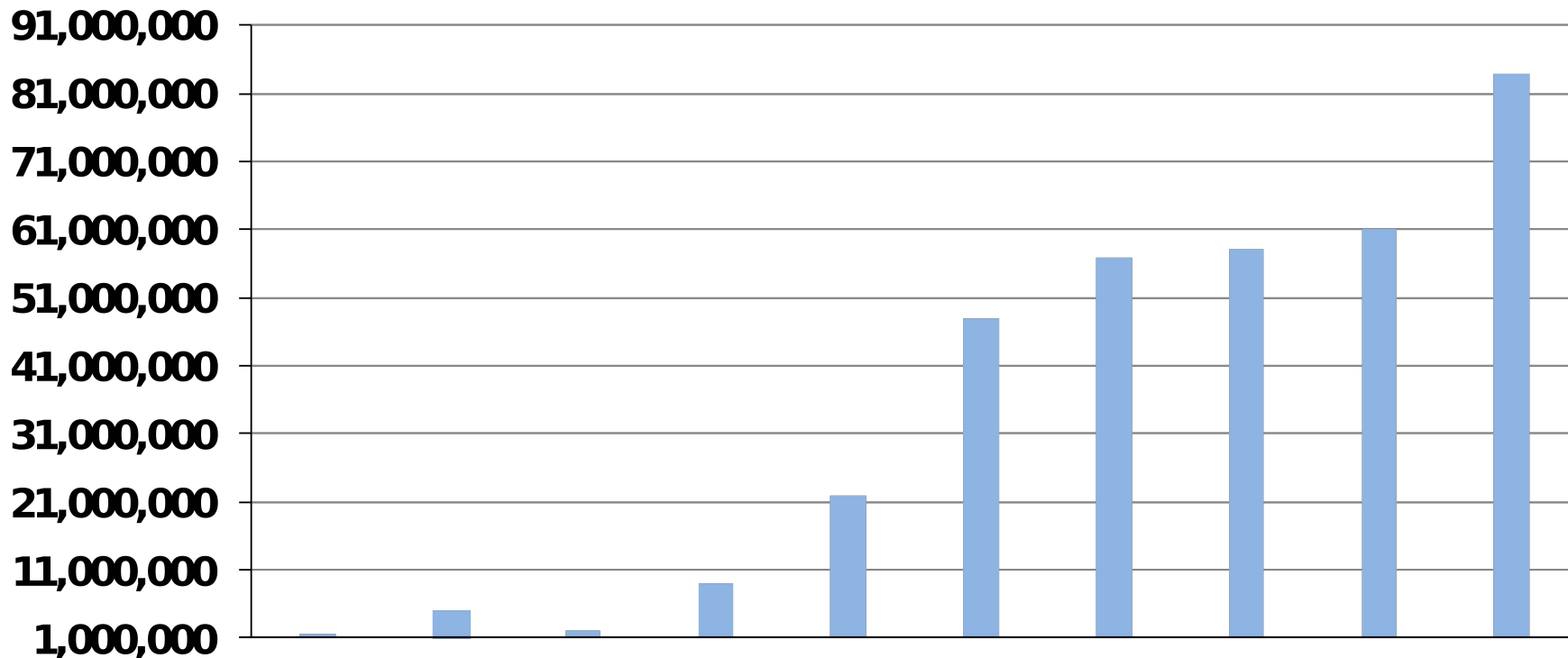
**BREAKING BARRIERS: TEN STRAIGHT FISCAL YEARS OF
INCREASES IN CONTRACT AWARDS!**

HUBZone Small Business Prime Contract Award Dollars FY01-FY10



**BREAKING BARRIERS: STILL EMPOWERING LOCAL
COMMUNITIES!**

Service Disabled Veteran Owned Prime Contract Award Dollars FY01-FY10



**BREAKING BARRIERS: TEN STRAIGHT FISCAL YEARS OF
INCREASES IN CONTRACT AWARDS!**

FY10 Small Business Target Goals Achievements

SMALL BUSINESS CATEGORY	FY10 Goals	FY10 ACHIEVEMENT	Total Contract Awards
Small Business	26.2%	26%	1.2b
Small Disadvantaged Business	10.0 %	10.5%	509
Women-Owned Small Business	6.0%	7.0%	334
Service Disabled Veteran Owned Small Business	3.0%	1.7%	84
HUBZone Small Business	1%	1%	46

FY 10 NAICS Codes Results

Concentration of Contract Awards:

Total Dollars awarded in FY10 - \$5.1B
Total Actions awarded in FY10 - 36,996

NAICS Sector 51 - Telecomm/software/Information services

Contract Awards in the NAICS Code 51 Sector

70% of all Total Actions = 25,898

44% of all Total Dollars = \$2.2B

NAICS Sector 54 - Engineering /design/computer/professional/scientific

Contract Awards in the NAICS Code 54 Sector

19% of all Total Actions = 6,996

46% of all Total Dollars = \$2.4B

NAICS Sector 33- Computer/electronic and misc. furniture mfg.

Contract Awards in the NAICS Code 33 Sector

4% of all Total Actions = 1,406

4% of all Total Dollars = \$194M

FY11
Small Business Goals

SMALL BUSINESS - 27%

SMALL DISADVANTAGED BUSINESS - 10%

WOMEN-OWNED SMALL BUSINESS - 6%

**SERVICE DISABLED VETERAN-OWNED
SMALL BUSINESS - 3%**

HUBZONE - 1%

**A SMALL BUSINESS FIRST ACQUISITION
STRATEGY!**

Helpful Hints

Get Introduced

Provide capability briefings to small business specialists, technical POCs and Program Managers

Get Connected



Get Engaged

Attend DoD conferences, industry days and outreach events

Get Plugged In

**Respond Fully to Request For Information
as this is often the basis for small business set-aside
decisions**

Get Partners

Teaming , Joint Ventures and Mentor-Protégé

Get Current

Read the latest technical magazines and business books

Engage social and business network sites